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Automotive News

March 3, 1986

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U.S. rights to Romanian car subject of 3-way squabble

By John A. Russell
New York Staff Writer

NEW YORK.—Even before the first Romanian-built Dacia cars arrive in the U.S., questions have surfaced. The biggest one is: Who has a contract, or agreement, with the Romanian factory, Auto Dacia, to be the official importer?

Two companies say they have the import rights and a third is still negotiating with the manufacturer under a protocol agreement.

And all three companies have documents supporting their claims, either in the form of a contract or protocol agreements.

Yet, high officials of the Romanian embassy here stated categorically last week that no contract exists. And that is the crucial element in the matter for only one company claims to have a valid contract—Auto Dacia of America.

Dacia hit the headlines last November when it was reported that a contract had been signed in Paris for the import rights to its products in the U.S. At that time the name of the company was not known.

However, at the NADA convention last month, Auto Dacia of America made its first public appearance. Ole Spaten is chairman of the company; Michael R. Conforti is president, and John Trotman is executive vice president. The company is based in Miami. It is the company that claims to have a contract signed in Paris.

Spaten told Automotive News that the master contract was signed and there are nine subcontracts which are still to be signed. The subcontracts cover three geographical areas—the U.S., Mexico and the Caribbean—for three vehicles. They are the Aro, a four-wheel drive vehicle; the Dacia and the Olcit, a car manufactured under a joint-venture agreement between Dacia and Citroen.

The signers of the contract were Spaten, as chairman of his Swiss company, Sveltec; Milton Garcia, director of the export department of Auto Dacia, and N. Georges Maritzia, head of the liaison office of Marimex, a firm own by Dr. Constantino Dragon, a Romanian industrialist.

Spaten said Dragon's firm was instrumental in setting up the agreement but its exact position in this agreement is unknown.

Both Spaten and Trotman said the nine annexes will be signed between March 11 and March 20.

At the NADA convention, the Auto Dacia of America staff was attempting to recruit dealers. The company also is trying to have the Aro certified for sale in the U.S. by September with the other cars following.

According to James O'Meara, another Auto Dacia of America executive, the company intends to ask dealers for $59,900 for parts, tools and signs which will cover all three lines, and there will be letters of credit involved since the firm expects dealers to maintain a 90-day supply of cars.

O'Meara said the company expects to sign 150 dealers nationwide by the end of 1986.

However, much of that planning could go up in smoke. Officials of

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He got what he wanted

Floods catch 1,300 cars at Ford depot

By Matt DeLorenzo
Los Angeles Reporter

SAN FRANCISCO.—More than 1,300 Ford, Lincoln and Mercury cars were caught in a flood at a Benicia vehicle-processing facility during the torrential rains that swept Northern California.

Dealers in the Napa Valley also were socked by the storm, with several showrooms closed for atleast a week because of the flood.

Insurance adjustors are going over the Ford Motor vehicles at Benecia to determine the extent of the damage. The flooding occurred at Hadley Trucking, at a railhead terminal across the bay from San Francisco.

"We moved as many as we could away from the site to avoid flooding," said Richard Dewey, a Ford spokesman. The extent of the damage has yet to be determined, but Dewey added, "We're going to have some cars that are totaled."

Art Eichen, Hadley's terminal manager, said the water was three to four feet deep in some places on the lot, which is located next to a small stream. The 10 days of rain dumped as much as 23 inches on the area.

Eichen said the water has drained off and the facility is in operation, although repairs must be made to water-damaged buildings. He said they were able to move 400 to 500 cars from the lot

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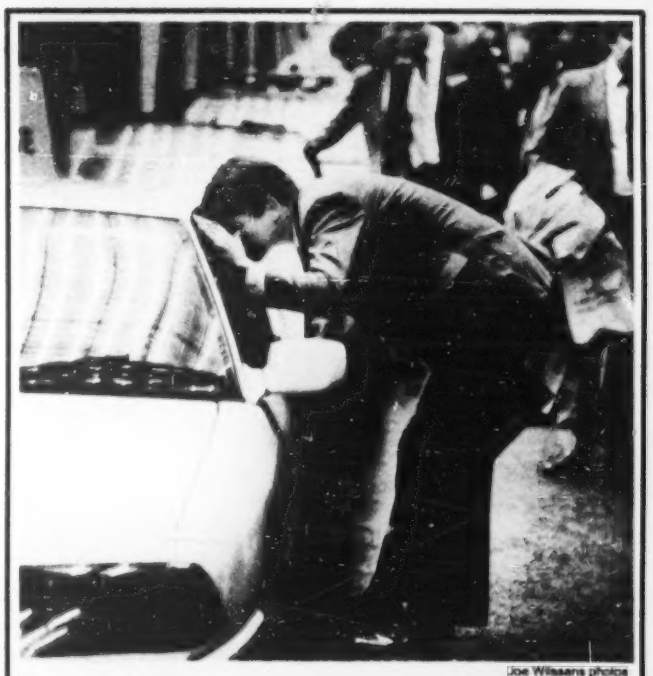

Joe Wilsons photos

A close-up inspection at SAE exhibition

NHTSA funds won't be sliced, Dole declares

By Al Fleming
Industry Editor

NHTSA will not be affected by the Gramm-Rudmann law or other federal budget-trimming measures, Transportation Secretary Elizabeth H. Dole said last week.

At a Detroit press conference prior to her speech before more than 5,000 attendees at the annual banquet of the SAE International Congress and Exposition, Dole said, "All safety across the board has been protected."

She said two of DOT's "labor intensive" agencies—the Federal Aviation Administration and the U.S. Coast Guard—are likely to sustain "support personnel" cutbacks, but added, "We will be shifting funds between (DOT agency) accounts to make certain that safety" is not impacted.

Asked if NHTSA stood to lose any funds in the shifting, she replied that budget cuts might affect "one of the other modes, bu' not NHTSA."

In another area, Dole said she is looking "carefully" at a National Academy of Sciences study on the nation's 55-MPH speed-limit law.

Panelists participating in the two-year study were unanimous: 55-MPH should continue, but

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GM's Mair prepares to retire from 'most favorite' job

By Michelle Krebs
Financial Editor

When General Motors Vice President Alex Mair was asked as a child what he wanted to be when he grew up, he answered without hesitation: Chief engineer of Chevrolet.

"I didn't know what that job was, but that was what I wanted to be," Mair recalled during an interview with Automotive News.

Born the son of a Chevrolet tool-and-die maker in Flint, Mair did in fact become Chevrolet chief engineer. He then became general manager of GMC Truck and Coach and Pontiac divisions and, finally, head of GM's Technical Staffs Group.

After 47 years with GM, Mair retires April 30 at GM's mandatory retirement age of 65.

Mair recalled that competition in the auto industry was intense during the 1920s. Out of that competition, Chevrolet rose from a very small company to the world's sales leader.

"Living in Flint," Mair said, "there was a great loyalty to General Motors and to Chevrolet and Buick. In our family, it was that way. There was an internal pride in working for this very great company."

Mair attended General Motors Institute and joined Chevrolet in 1939. His first job was working on the famous Chevrolet Blue Flame engine, introduced in the 1937 model year. Mair would place that engine—with only six others—in the engine Hall of Fame. He became Chevrolet chief engineer in 1965.

The energetic and affable Mair lists among his favorite GM jobs those as Chevrolet chief engineer, Truck and Coach general manager and Pontiac general manager.

However, his latest job has been his "most favorite." Since 1978, Mair has headed GM's Technical Staffs Group, which includes the Design Staff, Advanced Engineering Staff, Current Engineering and Manufacturing Services Staff, the GM Research Laboratories and the Patent Section.

Mair said his love for the job and the exciting, challenging times of today's auto industry make it difficult to leave. He has no current plans to do consulting for GM during his retirement.

Mair, who has worked in the auto industry for nearly half of the automobile's 100-year existence, said the industry is in the midst of an "incredible revolution."

"In this job," he said, "the work effort required to maintain GM's world leadership in automobile and truck production is unprecedented. It wasn't even like this during the Depression. The only time this kind of effort was put forth was during World War II.

"The need is just as high now, but not everybody seems to have felt that at GM," Mair said.

As a result of intense international competition, Mair sees GM and the auto industry on the threshold of some major technological breakthrougns.

Among them is GM's superpowerful magnet, Magnequench. The magnet reduces the size of small motors.

"The reason it's significant is that it has a large impact, not just on GM but on our country and the world," Mair said. "From the standpoint of use of energy resources in the world, it has a significant impact for the long term and forever."

Mair likens the impact of Magnequench, new machining methods and new materials—particularly plastics—to the impact of other technological innovations that changed the world. Among them, he includes the refrigerant Freon, quick-drying paints and leaded gasoline.

When many of those technological innovations come to fruition,

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AUTO MAKERS' SALES, PROFITS
(In millions)
YEAR

	1985 Sales	1985 Profit (Loss)	1984 Sales	1984 Profit (Loss)
American Motors	$ 4,040	($ .125)	$ 4,215	$ .015
Chrysler Corp.	21,256	1,635	19,573	2,380
Ford Motor Co.	52,774	2,515	52,366	2,907
General Motors	96,372	3,999	83,880	4,517
TOTAL	$174,442	$8,024	$160,044	$9,819

FOURTH QUARTER

	1985 Sales	1985 Profit (Loss)	1984 Sales	1984 Profit (Loss)
American Motors	$ 1,128	($ .007)	$ 1,061	$ .003
Chrysler Corp.	5,383	.215	5,341	.610
Ford Motor Co.	14,096	.720	13,417	.721
General Motors	24,641	1,252	20,878	.877
TOTAL	$ 45,248	$2,180	$ 40,697	$2,211

Makers notch record sales, 2nd-best profit

By Michelle Krebs
Financial Editor

U.S. auto makers collectively recorded their best year ever for sales and their second best year for profits in 1985.

Profits for the Big Four makers totaled $8.02 billion, down 18 percent from the record $9.82 billion in 1984.

Combined sales for 1985 set a record of $174.44 billion, up from $160.04 billion in 1984, the previous peak.

Individually, General Motors recorded its best year ever for sales and second-best year for profits in 1985.

GM's net income was $3.99 billion, down 11 percent from $4.52 billion in 1984, GM's best year ever.

GM's sales were $96.37 billion, up 15 percent from 1984's previous record of $83.89 billion.

Factory unit sales increased 13 percent to 9.3 million units in 1985.

Ford Motor Co. earned $2.52 billion for its second-best year ever and sales set a record of $52.77 billion.

Ford profits were down 14 percent from 1984's record high $2.91 billion. Sales were up 1 percent from 1984's $52.37 billion.

Factory unit sales were 5,634,000 units, down 33,000 from 1984.

Chrysler Corp. reported a profit of $1.64 billion for its first full year as a taxpayer since 1976. Chrysler also suffered strikes in

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AMC loses $125 million as '85 sales drop 5 pct.

By Michelle Krebs
Financial Editor

American Motors said it lost $125 million for 1985.

That compares with a profit of $15 million in 1984, which included a $4.5-million tax credit.

Sales for the year were $4.0 billion, down 5 percent from $4.2 billion in 1984.

"Although the losses in 1985 were disappointing," said AMC President Jose Dedeurwaerder, "there was substantial improvement in the second half of the year. The second-half loss of $25.8 million compared with a $99.5 million loss in the first half."

Dedeurwaerder noted that 1985 financial results were adversely affected by the intense competition in the subcompact passenger-car market which caused significantly lower volumes and high merchandising costs because of financing incentives.

"We were encouraged in 1985 by the excellent sales of our Jeep products," Dedeurwaerder added.

Factory vehicle sales were 391,769 units, down 11 percent from 1984.

North American factory sales were 354,795, down from 1984's 408,345. Jeep sales in North America jumped to 217,806 units from 171,036. But car sales dropped to 136,989 from 237,309.

For the fourth quarter, AMC lost $6.7 million, compared with a profit of $3.1 million in the same quarter a year earlier, which included a $1.3-million tax credit.

Sales for the quarter were $1.13 billion, up from 1984's $1.06 billion.

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Ruling appears months away as bitter X-car trial ends

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—The trial over allegedly defective 1980 X-cars ended after a run of more than two years with the government and General Motors locked in bitter disagreement.

Decision by U.S. District Judge Thomas Penfield Jackson is probably months away.

In August, 1983, NHTSA was so concerned about the hazards of what it called premature rear brake lockup (which GM does not consider a defect) in some 1.1 million 1980 X-cars that it took GM to court before even reaching a formal finding of defect—a tactic never before used by NHTSA.

Today GM estimates there are between 700,000 and 800,000 of the 1980 X-cars (Chevrolet Citation, Pontiac Phoenix, Oldsmobile Omega and Buick Skylark) left on the road. GM stopped building X-cars in May, 1985.

The eight-year statute of limitations has only two years to go, and the appeals process can be lengthy.

There remain several X-car derivative suits plus one pending class action suit in the District of Columbia where damages have been estimated at some $1 billion.

If GM loses this case, it is likely to appeal; if the government loses, appeal is less likely. Government resources are getting smaller, and NHTSA Administrator Diane Steed is viewed as less of an activist than former NHTSA head Raymond A. Peck, under whom the action was initiated.

This is not merely the first and only safety-related defect case brought by the Reagan Administration, it is also unique in that it charges GM with "coverup" and "lying".

The government charges that GM, in at least 27 instances, concealed data or "lied" to NHTSA.

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NHTSA stops routine notices of recall bids

WASHINGTON.—NHTSA has stopped routinely informing the public—through the monthly defect report—whenever it has sent letters to manufacturers of vehicles or auto equipment asking for a voluntary recall.

The Center for Auto Safety has vigorously protested the deletion of that information to Transportation Secretary Elizabeth H. Dole, who had not responded at press-time.

The center noted the number of such letters rose from 12 to 52 last year and charged that NHTSA was keeping citizens "in the dark." But the letters are available in the docket, and the requests to makers for recall come early in investigations.

The letters are sent when NHTSA first starts to scope a problem and before the start of a formal investigation, which NHTSA said it always announces in a press release.

Some NHTSA investigators were said to feel that their work could be hampered by too much early publicity before the start of a formal investigation that might use subpena power.

Rivals expected to ape GM blitz on ad rates

By Jesse Snyder
Crain News Service

Rivals expect General Motors' print media rate-busting efforts to trigger further demands from all auto makers and to spread to TV, radio, outdoor and other media.

GM's 14-point plan for improving print efficiency is drawing praise from other auto manufacturers. They expect any concessions or volume discount rates to be offered to them as well. Rivals aren't above gibing GM about a late start in efforts to cut media rates and agency compensation.

"We've been tough on magazine rates for a couple of years, and it'll get worse before it gets better,' said Louis Lataif, Ford Motor Co. sales operations vice president. Ford has already cut several magazines from its buy list for refusing its demands and has increased buys in books that cooperated.

"We'll be closing out segments of media who would think we'd never have the courage to do that —whether that's a whole network, a whole magazine, a whole newspaper or all of radio," Lataif said. "We have to go where the values are."

"This is good for all of us," said David Kerr, American Motors director of advertising and marketing planning. He also expects GM and other auto makers to go after rate concessions from non-print media.

Advertising agencies for Ford, Chrysler Motors, Toyota Motor Sales, AMC and other auto companies already have informally told major media that upcoming contracts will use GM pacts as a starting point.

GM spent $205.4 million on newspaper and magazine advertising in 1984, the last full year for which figures are available. But the next eight largest advertisers —Ford, Chrysler, Nissan, Toyota, Honda, AMC, Volkswagen and Mazda—spent more than twice that much: $432.3 million.

"I'm glad GM has finally entered the fray," said Lataif. His company, Ford, established most of the automotive category benchmarks on magazine discounts several years ago.

"I think when they saw what we'd won, they went after the same things," Lataif added. "They'll win more, just because they're bigger, and we'll all benefit."

At the heart of the struggle are profoundly different perspectives. Auto makers, especially the bigger-spending U.S. companies beset by foreign competition, view media as suppliers, little different than steel, tires, glass and parts makers—and ad agencies.

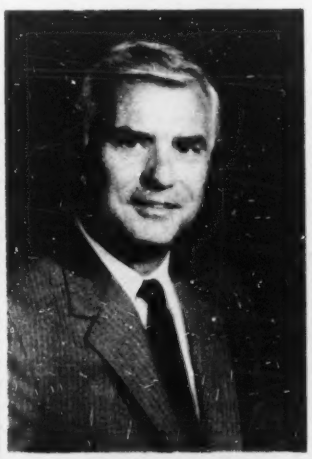
"If we send them a check, they're suppliers" is the attitude.

"When the rate of inflation is in the 2-3-percent range, there's no way to justify 6-8-percent hikes in media costs," Lataif said. "Our goal is to cut $2,000 out of the cost of an Escort and marketing may be able to contribute."

Publishers, looking at the Big Three's 1985 profits of more than $8 billion, say auto makers are demanding too much.

Several Japanese importers declined direct comment. Domestic auto makers outspend the largest four Japanese marketers 5-1 on print media, although a Japanese company may reach GM spending levels in certain specialty or regional publications.

Cadillac looks overseas to build image



John O. Grettenberger

By Michelle Krebs
Financial Editor

Cadillac plans to improve its image by establishing an international presence and selling more exclusive models, Cadillac General Manager John O. Grettenberger said.

It will display models at the Geneva International Motor Show, Grettenberger said in an Automotive News interview. Cadillac will be the only North American GM division present at the show, opening this week, and it will be the first time Cadillac has exhibited without other divisions, he said.

Grettenberger said more favorable exchange rates have created sales potential in Europe for the first time in many years. The potential is in Switzerland, Germany, Holland and Belgium, he said.

Cadillac's ultra-luxury Allante, the bodies of which are made in Italy, will be sold in Europe, although not immediately after its U.S. introduction. The required modifications are under way.

An Allante success in Europe would have a ruboff effect in the U.S., Grettenberger said.

He said Cadillac plans to enhance its position in the Middle East, traditionally a strong Cadillac market, through product demonstrations, dealer incentives and training and marketing assistance.

Cadillac also will promote its limousines more overseas. It recently sold its second batch to the People's Republic of China.

"They offer us an opportunity to get worldwide image and presence, not in great numbers but certainly in visibility," he said.

He said he is less interested in overseas volume than in the benefit that can be gained in the U.S. by international exposure.

"It used to be that we only considered Chrysler and Lincoln products as our primary competitors," he said. "That day is long gone, and it'll never be back. Mercedes, BMW, Audi and Volvo have become internationally recognized brands. They do limited volume in some countries and do very well in others, but they're accepted as being products that people around the world turn to for luxury transportation."

In addition, Grettenberger said, Cadillac will introduce more

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used-car auction directory

MISSOURI

Floyd Hauhe Auto Auction & Recon Ctr.—fleet & Lease car spec.—Nationwide pickup. 314-739-1300. 12000 St. Charles Rd., Bridgeton, St. Louis, MO 63044.

NEW YORK

Northeast Auto Dealers Exchange, Inc., Rte. 17K, P.O. Box 2426, Newburgh, NY. 914-562-0700. Every Tuesday, 11:30 AM sharp. Serving metropolitan New York area.

NEW YORK

Northway Exchange, Inc., Rte. 146, Clifton Park, N.Y. Auction, 518-371-7500; Recon, 371-7800. Northeast's Finest - Every Thursday, 11:30 A.M. sharp.

OHIO

Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. Call: 614-871-2771

OHIO

Wednesday Auto Auction. Exit 49 on I-270. Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

OHIO

Cincinnati Auto Auction. We service fleet & lease co's. Recon faciities, p.u. & del., 300 mi. Reg. sale Fri., 12 noon, Repossessed car sale 2nd & 4th Thur. 513-874-9310.

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Hatfield Auto Auction, Route 309, Box 309, Hatfield, Pa. 215-822-1935. Every Tuesday-11 A.M. Pickup service.

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TEXAS

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factories list auction dates

American Motors

March 4—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

March 5—Metro Milwaukee Auto Auction, Caledonia, Wis., and Mid-States Auto Auction, South Bend

March 6—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

March 7—Floyd Hauhe Auto Auction, Bridgeton, Mo.

March 11—D-A Auto Auction, New Stanton, Pa.

March 12—Kansas City Auto Auction, Kansas City, and Columbus Fair Auto Auction, Obetz, Ohio

March 13—Evansville Auto Auction, Evansville, Ind.; Corry Auto Auction, Corry, Pa., and Fredericksburg Auto Auction, Fredericksburg, Pa.

March 18—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

March 19—Metro Milwaukee Auto Auction, Caledonia, Wis., and Mid-States Auto Auction, South Bend

March 20—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

March 21—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Chrysler Corp.

March 4—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Golden Gate Auto Auction, Fremont, Calif.

March 5—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala., and Minneapolis Auto Auction, Plymouth, Minn.

March 6—Northway Exchange, Inc., Clifton Park, N.Y.; Clanton's Auto Auction, Darlington, S.C., and Indianapolis Auto Auction, (tentative), Indianapolis

March 7—Concord Auto Auction, Acton, Mass.

March 11—Hatfield Auto Auction, Hatfield, Pa., and NuCarPrep System, Sante Fe Springs, Calif.

March 12—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Columbus, Ohio; Dallas Auto Auction, Grand Prairie, Tex., and South Seattle Auto Auction, Kent, Wash.

March 13—Fredericksburg Auto Auction, Fredericksburg, Va.

March 14—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

March 4—Harrisonburg Auto Auction, Harrisonburg, Va.

March 5—Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn., and Golden Gate Auto Auction, Fremont, Calif.

March 6—Skyline Auto Exchange, Inc., Fairfield, N.J., and Nashville Auto Auction, Nashville

March 12—Concord Auto Auction, Acton, Mass., and Salt Lake Auto Auction, Salt Lake City

March 13—Dallas Auto Auction, Grand Prairie, Tex.; Arena Auto Auction, Chicago; Southwest Auto Auction, Phoenix, and Atlanta Auto Auction, Red Oak, Ga.

March 19—Lakeland Auto Auction, Lakeland, Fla., and Brasher's Southern California Auto Auction, Fontana, Calif.

March 20—Aptco Auto Auction, Taylor, Mich.; Denver Auto Auction, Englewood, Colo.; Skyline Auto Exchange, Fairfield, N.J., and 166 Auto Auction, Springfield, Mo.

General Motors

March 4—Dallas Auto Auction, Grand Prairie, Tex.

March 5—Hatfield Auto Auction, Hatfield, Pa., and Atlanta Auto Auction, Red Oak, Ga.

March 6—Floyd Hauhe Auto Auction, Bridgeton, Mo., and Aptco Auto Auction, Taylor, Mich.

March 11—Florida Auto Auction of Orlando, Ocoee, Fla., and Denver Auto Auction, Englewood, Colo.

March 12—Brasher's Southern California Auto Auction, Fontana, Calif., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

March 13—Nashville Auto Auction, Nashville, and 166 Auto Auction, Springfield, Mo.

March 18—Southern Auto Auction, East Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

Used Car Sales
Auction Averages

Feb. 1986	$4,811
Month ago	$4,651
Year ago	$4,782

Model Breakdown
Auction Averages

	FEB. 1986	JAN. 1986	DEC. 1985
1986	$10,059	$8,769	
1985	$8,655	$8,509	$9,839
1984	$6,158	$5,943	$6,514
1983	$5,232	$5,206	$5,594
1982	$4,089	$4,136	$4,507
1981	$3,302	$3,163	$3,474
1980	$2,478	$2,402	$2,694
1979	$2,348	$1,954	$2,207
Overall Average	$4,811	$4,651	$4,559

Nissan, Calsonic plan test track in Arizona

CARSON, Calif.—Nissan Motor Corp. in U.S.A. has announced plans to build a $25-million test track in Arizona.

Nissan Research & Development, Inc., Ann Arbor, Mich., and Calsonic International, Inc., Irvine, Calif., have entered into a joint partnership to be called Arizona Test Center, Inc.

Arizona Test Center will build and operate the test facility on a 3,050-acre site near Casa Grande, Ariz.

The facility will be used to test Nissan vehicles and Calsonic products and it will be available to all Calsonic customers.

At first, the track will be used for hot-weather testing of air conditioning and engine performance. Later, it will be used for high-speed testing of performance and durability.

Toshio Maeda, executive vice president and chief operating officer of Nissan Research & Development, will also serve as president of Arizona Test Center.

Groundbreaking is scheduled for today (March 3). Plans call for the facility to include a wind tunnel. The test track itself is 5.6 miles long.

The oval test track will be banked for up to 130 MPH neutral speed.

Calsonic is a wholly owned subsidiary of Nihon Radiator Co.

DuPont prepares new line of paint for aftermarket

By Al Fleming
Industry Editor

TROY, Mich.—DuPont Co. will introduce a new line of automotive aftermarket refinishes in the second half of 1986.

At a press briefing at the DuPont Automotive Development Center here, Gene A. Gardner, the company's worldwide director for refinish, finishes and fabricated products, told a group of U.S. and European editors, "We've been developing the automotive finish of the future for the aftermarket . . . a whole new line of refinish products."

He said the new paint, trademarked Cronar, was developed specifically "to handle the needs of base coat/clear coat for the next decade."

Noting that base coat/clear coat has become a standard finish at General Motors, Gardner said GM is "converting one plant after another to deliver this European look, now that technology has made it possible to meet environmental standards."

Base coat/clear coat enamels became commonplace on most European and some Japanese assembly lines in the mid-1970s. They provide a smooth, glossy, mirror-like finish known as the "European look."

Gardner predicted that by the end of this decade, every car manufactured in the U.S. will have a base coat/clear coat finish.

According to Robert Aiken, director of automotive finishes for duPont, the company's base coat/clear coat topcoats currently are being used at GM's Lansing and Hamtramck plants, the GM-Toyota joint-venture plant in Fremont, Calif., and U.S. plants of Honda, Nissan and Volkswagen.

GM plants soon to be converted to the product, Aiken said, are Wilmington, Del.; Pontiac, and Fort Wayne, Ind. The latter two are truck facilities.

He said GM plants in Arlington, Tex.; Doraville, Ga.; Fairfax, Kans., and Leeds, Mo., have "proposed" to adopt base coat/clear coat topcoats.

Not only GM, but the entire U.S. auto industry is converting to enamel base coat/clear coat—some plants from lacquer, some from enamel systems, he said.

"GM, Ford, Chrysler and AMC are, or will be, using from medium to high-solids base coats and clear coats," Aiken said. "U.S. auto makers are converting existing plants, in most cases, timed together with conversion to a new model vehicle."

He said the conversions are motivated by the need for high solids to meet environmental regulations, "while at the same time maintaining or improving upon the appearance of low solids lacquers and enamels."

1913 Model T traded on Grand Wagoneer

CAPE GIRARDEAU, Mo.—Keele AMC-Jeep here recently accepted a 1913 Model T depot hack as a tradein on a Grand Wagoneer.

Larry Haertling, of Cape Realty, traded in the Model T. Cape Realty acquired it with the purchase of a collection of antique vehicles.

Jim Dunne/Popular Mechanics

New Lincoln on tap for 1988

The Taurus styling theme is carried over into the Lincoln line, with this new four-door luxury model scheduled to enter showrooms in 1988. This picture was misidentified in the Feb. 24 issue of Automotive News.

classifieds

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Automotive News

Mid-month sales top 253,000, alltime second-best for period

By Jenny L. King
Detroit Reporter

The sudden surge in new-car sales reported Feb. 11-20 seemed to indicate a last-minute interest in the recent round of incentives among procrastinating consumers.

With several low-interest-rate programs on various domestic models due to end shortly before the close of February, mid-month sales jumped 10.99 percent to the second-best total ever for the period.

But in the final days of the December-initiated incentives, new programs began to take shape as the auto makers sought to keep the sales momentum going.

The seven domestic makers reported Feb. 11-20 sales totaling 253,906, up some 25,000 units from 228,761 in 1985. It was second only to the record for the period of 272,784, notched in the banner year of 1973.

There were nine selling days in the period this year and last. The daily selling rate was 28,212 this year, up 10.99 percent from last year's 25,418.

Year-to-date sales reached 1,062,183, up 3.93 percent from 1,022,019 in 1985.

General Motors, which ordinarily captures well over half the domestic market, reported record sales for the period along with a year-to-year increase of 18.53 percent.

GM's domestic sales climbed to 148,068 from 124,924. The previous GM best for mid-February was 146,165, posted in 1973. The company gained nearly four percentage points in share of the market this year.

Ford Motor Co. sales were up 5.69 percent, to 64,274 from 60,813. Chrysler Motors reported period sales of 30,683, a decline of 13.86 percent from 35,619 a year earlier.

American Motors released a sales estimate of 2,000 units for the period, down 28.57 percent from 2,800. Volkswagen's months-long string of increases was snapped in mid-February with a 6.26-percent decline to 1,991 from 2,124. Honda was up 60.94 percent, to 3,993 from 2,481, and Nissan had sales of 2,897

DOMESTIC SALES

	Feb. 11-20, 1986	Feb. 11-20, 1985
Renault		
Alliance-Encore	1,750†	2,500†
AMC	250†	300†
AMERICAN MOTORS	2,000†	2,800†
Chrysler	9,443	9,428
Plymouth	9,270	12,301
Dodge	11,970	13,890
CHRYSLER CORP.	30,683	35,619
Ford	43,349	39,875
Mercury	16,402	15,946
Lincoln	4,523	4,992
FORD MOTOR CO.	64,274	60,813
Buick	22,968	24,077
Cadillac	10,439	7,839
Chevrolet	50,748	45,739
Oldsmobile	37,279	27,312
Pontiac	26,634	19,957
GENERAL MOTORS	148,068	124,924
VOLKSWAGEN	1,991	2,124
HONDA	3,993	2,481
NISSAN	2,897	0
U.S. INDUSTRY TOTAL	253,906	228,761

†—Estimate

GM and Honda were the only makers to increase their market shares over year-ago holdings. GM advanced to 58.32 percent from 54.61 percent. Honda expanded to 1.57 percent from 1.09.

Ford dipped to 25.31 percent from 26.58 percent. Chrysler was off to 12.08 percent from 15.57 percent. AMC dropped below the one-percent mark to 0.79 percent compared with 1.22 percent a year ago. VW earned 0.79 percent, down from 0.93 percent, and Nissan had 1.14 percent of this year's market.

Sales of individual makes for the period included two records: Oldsmobile was up 36.49 percent, its 37,279 sales surpassing the former record of 35,110 set in 1984. Cadillac, up 33.17 percent to 10,439, broke its former record of 9,669, also set in 1984.

Other winners were Ford, up 8.71 percent; Mercury, 2.86 percent; Chrysler, 0.16 percent; Chevrolet, 10.95 percent; Pontiac, 33.46 percent, and Honda, 60.94 percent.

Sales declines showed up at Plymouth, off 24.64 percent; Dodge, 13.82 percent; Lincoln, 9.40 percent; Buick, 4.6 percent; AMC, 16.67 percent; Renault, 30.00 percent, and VW, 6.26 percent.

Chevrolet's Cavalier was the top-selling nameplate Feb. 11-20. Second to Cavalier sales of 16,039 was the Celebrity total of 13,834, followed by Oldsmobile Cutlass Ciera at 13,528, Ford Escort at 13,086 and Ford Tempo at 10,915.

Who will import Romania's Dacia?

Continued from Page 1

the Romanian embassy here told Automotive News that the contract was signed in Paris, but it was subject to the approval of the Auto Dacia board of directors. That board and the government refused to approve the contract.

Minister-Counselor Toader Rapanu, of the Romanian Embassy, said no one received a contract for selling autos in the U.S.

Nicolae Perhaita, first economic secretary of the embassy, agreed there was no contract in existence today. He said it was all done under condition of approval by Auto Dacia, which was not granted.

He said that when they contacted Romania initially upon the first report of the contract, even the Minister of Foreign Trade denied the existence of the contract. Perhaita maintained that Spaten and his company were notified that the contracts had been rejected.

Spaten denies this.

However, Perhaita was firm on one point. Speaking for the Romanian Government, he said explicitly that "we do not have contracts." He added that there are competitors for the contract who have protocols, but Auto Dacia of America is not a contender.

Last week, Automotive News learned of the two existing protocols. One is with North American Import/Export Co., Inc., New Paltz, N.Y., headed by Louis Marton; the other is with Bricklin Industries, headed by Malcolm Bricklin.

Both companies and their executives have been expressing dismay over the turn of events starting in November. Yet both have assurances from Auto Dacia in Romania that no contract exists.

In the case of Marton's firm, it goes even farther. The company has a letter from Auto Dacia (Romania) to the EPA Certification Division, which Marton said was filed with the EPA on Jan. 10. The Romanian firm said in the letter, "We have entered into a long-term agreement for the importation, sales, marketing, service, parts and engineering in the United States with North American Import/Export Co., Inc."

Perhaita confirmed that letter, saying, "Mr. Marton has the agreement with Auto Dacia for importing. He has the letter with Romanian approval."

But there is a proviso to that as well. Marton has a protocol agreeing to the importing of the Dacia cars conditioned upon successful EPA and NHTSA certification.

But the letter adds another element. Officials at the EPA have told Automotive News that while anyone can certify automobiles for importation, such a letter would imply that Marton is the representative of the manufacturer.

The Marton letter was signed and the protocols executed on Dec. 21, 1985, nearly two weeks after the Nov. 28 contract signing in Paris.

There also is the series of protocols with Bricklin Industries. Those have been signed over a period of months, again conditioned upon certification.

Perhaita termed those protocols preliminary steps, and he said the protocols are not contracts. He said that when certification is completed, there will be more discussions.

However, Automotive News learned that Auto Dacia officials from Romania will be visiting Bricklin Industries in the near future, and there are Telex messages spanning several months stating that no contract has been signed. The messages are from Auto Dacia in Romania.

Spaten said last week he is confident that his contract is valid and that he will go to Paris this week to consult with his attorney.

Steve Marton, son of Louis Marton and vice president of North American Import/Export Co., said he believes his company has an agreement.

Bricklin had no comment.

Mair to retire after 47 years in service of GM

Continued from Page 1

Mair won't be at GM to see them.

He will be at his marina on Michigan's Lake St. Clair or in Three Rivers, Mich., running the hydro-electric plant he bought four years ago. Built at the turn of the century, the plant today provides supplementary power to the city of Sturgis, Mich.

Throughout much of his career, Mair has been interested in energy, particularly since the oil crisis of the early 1970s, which triggered research into alternative energy and energy conservation.

Mair said he would like to be remembered at GM for innovation in product and manufacturing.

"I'd like to be known," he said, "as having a part in improving the effectiveness of this company in its innovative elements that allow it to remain a world leader in its product and its manufacturing."

Sundance, Shadow small but upscale

Chrysler Corp.'s 1987 Plymouth Sundance and Dodge Shadow will go on sale Sept. 4 as entries in the "upscale subcompact" market.

Sundance and Shadow are five-passenger two-door and four-door hatchbacks. Chrysler said they offer a performance and option level not typical of subcompacts.

Four-door models are scheduled to go into production at Chrysler's Sterling Heights (Mich.) assembly plant in May. The two-door models follow in August. Public introduction is set for Sept. 4.

The standard powertrain is a 2.2-liter electronically fuel-injected 97-HP engine coupled to a dual-rail 5-speed manual transaxle. Also available are a 3-speed automatic transaxle and a 145-HP multi-point fuel-injected turbocharged engine.

Sundance and Shadow may be equipped with options not previously available on Chrysler-built subcompacts, including power door locks, power windows and power outside mirrors.

The subcompacts are 171.7 inches long, 67.3 inches wide and 52.7 inches high. They ride on a 97-inch wheelbase and weigh 2,500 pounds.

Expected EPA mileage for models equipped with the 2.2-liter EFI engine are 27 city, 43 highway and 32 combined, Chrysler said.

New on Sundance and Shadow are smaller "2E" single-lamp headlamps which Chrysler said provide the same lighting as larger single rectangular lamps. The lamps contribute to the low, aerodynamic front-end styling. In addition, because the lamps are plastic, they are less susceptible to stone damage and weigh less.

Sundance and Shadow are the first cars to be equipped with Chrysler's new seat-belt system. One of the features of the system is a new end-release buckle with a newly designed release button at the end of the front seat belts.

Plymouth Sundance has flush windows

Dodge Shadow makes debut Sept. 4

The turbo option includes a 125-MPH speedometer scale, vacuum boost gauge and message center.

The company said the cars are designed to straddle the subcompact and compact segments of the market and compete with Chevrolet Cavalier.

Dodge said Shadow's base models will be equipped with features not found on base models of domestic competitors including 14-inch wheels and tires, dual remote mirrors, halogen headlights, quick-ratio steering, tachometer, cloth seats, fold-down rear seats and counterbalanced hood.

The Shadow two-door and four-door will be available in high-line and ES versions.

Chrysler said the Sundance "enhances revitalization efforts for the Plymouth brand." It will be as a two-door or four-door hatchback.

Chrysler seeking new technology in $30-million project

DETROIT.—Directors of Chrysler Corp. have established a $30-million fund to pursue the exploration of emerging technology.

"Chrysler is searching the world for new technology to keep our competitive edge," said Gerald Greenwald, Chrysler Motors chairman, in announcing the Technology Access Fund (TAF).

Greenwald said it will provide opportunity for some joint ventures, expand on the existing engineering research grants with universities (the Chrysler Challenge Fund) and establish a coordinated program with leading European manufacturing research institutes.

The TAF has targeted 31 projects in these five key areas of technology: Advanced automotive systems, factory automation, advanced manufacturing processes, artificial intelligence and computer integration of the enterprise.

Stressing that the development of the emerging technology would supplement Chrysler's current research, Greenwald provided these highlights of areas of interest to the TAF:

Advanced Automotive Systems: Product features which keep current customers and win new customers.

Factory Automation: New approaches to robots and materials handling that create major improvements in quality and productivity.

Advanced Manufacturing Processes: New processes for machining, stamping, joining and assembly that improve quality and reduce costs and leadtime.

Artificial intelligence: A major emerging technology with a wide range of potential applications impacting all areas of the company. Expert systems and machine vision are the two segments of particular interest to Chrysler.

Computer Integration of the Enterprise: Networking of the entire enterprise using new software and hardware so that all work moves together in parallel or simultaneous processes. Potential benefits include greater productivity, reduced leadtime and improved quality by eliminating late changes.

Each project in the fund has a sponsoring Chrysler activity. One lead person—several, if the project involves more than one area—is responsible for developments and for putting the new technology to work.

The TAF projects range between $100,000 and $4.5 million and the entire fund is capped at $30 million.

The projects were reviewed with the Technology Advisory Council, formed last year to provide Chrysler with independent sources of technological advice and awareness.

Chrysler's Technology Advisory Council was established in March, 1985, as part of what the company termed its commitment to maintaining its leadership in high technology.

Lee A. Iacocca, Chrysler Corp. chairman, said, "This outstanding group of scientists and engineers has the expertise and perspective to provide Chrysler with independent sources of technological advice and awareness.

"The council will be a creative force in helping the company use new technology effectively. It should also challenge us to develop new ways of doing business in an effort to bring about technological breakthroughs."

Iacocca chairs the council. Jack D. Withrow, executive vice president of product development, is the corporation's liaison officer with the group.

Dr. Harry Cook, director of research and development, is council manager.

2-year X-car trial comes to end

Continued from Page 3

This is why the Justice Department is asking more than $4 million in civil penalties.

Lawrence Moloney, a Justice Department special attorney representing NHTSA, asked during the oral arguments last week: "What did they know and when did they know it?" This is especially ironic because those words made famous by Watergate were spoken in the same courtroom used for the Watergate trial.

Judge Jackson defended President Nixon's Committee to Reelect the President in a case brought by Common Cause.

Citing internal GM documents it subpenaed, the government contends GM knew as early as 1978 of braking problems and yet proceeded with production. In addition, NHTSA charges GM knew its two recalls were inadequate.

Moloney also attacked GM's reliance on engineering data instead of real drivers fishtailing across lanes. While X-car brakes were being changed via various recalls and fixes, GM never changed in its "stonewalling," he charged.

The government notes this alleged defect has been the subject of more consumer consumer complaints—3,563, along with 1,180 accidents and 323 injuries—than any other defect in history.

GM's chief defense lawyer—Thomas Gottschalk of Kirkland and Ellis—disagreed on all counts. The law's purpose is to reduce an "unreasonable risk of accidents," he said. Therefore, reliance on accident data—where X-cars shine—is an appropriate approach and one the government has often used in other defect cases, he said.

Gottschalk said brake systems are complex, needing maintenance and repair, and are subject to misuse and abuse by drivers, tire condition and road surfaces. GM maintains its many studies and the task force it established are evidence not of unresolved brake problems or GM's failure to "do its duty" but instead are evidence of its conscientiousness.

GM has consistently denied the existence of a defect and has argued that publicity generated by the Center for Auto Safety, various congressional hearings and NHTSA generated smoke where there was no fire.

Harry J. Pearce, formerly with a North Dakota firm but now with General Motors, rebutted testimony by consumers. He explained why it is difficult to remember details of steering and braking and what happened during unexpected yaw—a common condition.

Pearce testified he found many conflicts between consumer testimony and police reports and between NHTSA's reports of rear brake bias and GM's examination of the cars involved which revealed front-brake bias. Pearce also defended GM's choice of duoservo brakes and Bendix linings.

Pearce's "bottom line" was whether people are getting hurt. He said they are not.

Big Three offer new round of cut-rate loans

Continued from Page 2

B150, B250 and B350 vans plus B100, B150 and B250 wagons as well as D and W series 100, 150 and 250 pickups are all eligible for the $500 cash-back allowance. The B350 wagons plus D and W 350 model pickups are eligible for $1,000.

Ford, which has been running with generally tighter days-supply numbers, has expressed reluctance to join APR programs at every point, but jumped in after GM and Chrysler.

The Ford program offers 7.7 APR financing on Escort, Escort EXP and Lynx models on Ford Credit contacts of up to 36 months. The program began Feb. 27 and has no expiration date.

Ford also extended 9.9 APR financing for up to 42 months on Lincoln Town Car models.

A 9.9 APR program for up to 48 months applies to Mustang/Capri models with 2.3-liter L-4 engines; Tempo/Topaz; Thunderbird/Cougar models with 3.8-liter V-6 engines; Merkur; Crown Victoria/Grand Marquis; Bronco II; F-150 light trucks; Econoline E-150, and all Rangers except Ranger "S."

American Motors, which earlier extended its 7.5 APR/rebate program through March 9, is expected to announce a new program this week.

In addition, some of the importers, including Nissan and Isuzu, are using APR incentives.

Makers' net ranks 2nd-best as sales crack record

Continued from Page 3

1985, which cost about $150 million.

Profits were off 31 percent from 1984's record $2.38 billion, when the company paid taxes for only part of the year.

Sales were Chrysler's best ever at $21.26 billion, up 9 percent from 1984's $19.57 billion, the previous record.

Factory sales were 2,157,373 vehicles, up 6 percent from 1984.

American Motors lost $125 million in 1985. That compared with a $15 million profit in 1984.

Sales for the year were $4.0 billion, off 5 percent from 1984's $4.2 billion.

Worldwide factory sales were down 11 percent at 391,769.

For the fourth quarter, GM had net income of $1.3 billion, up 43 percent from the previous year's $877 million, when UAW members in Canada struck GM.

Sales were $24.6 billion, up 18 percent from $20.9 billion in 1984, making the 1985 period GM's best fourth quarter for sales.

Ford, during the fourth quarter, earned $720 million, off only slightly from 1984's $721 million.

Ford's sales set a fourth-quarter record of $14.1 billion, up 5 percent from 1984's $13.4 billion, the previous peak.

Chrysler's fourth quarter showed a profit of $215 million, down 65 percent from 1984's record $610 million. Still, the 1985 fourth quarter was Chrysler's second-best showing for the period.

Sales set a record for the quarter at $5.38 billion, up slightly from 1984's $5.34 billion, the previous record for the quarter.

AMC lost $6.7 million in the fourth quarter, compared with a $3.1-million profit in 1984. Sales were $1.13 billion, compared with 1984's $1.06 billion.

obituaries

Edward T. Breslin

LIVONIA, Mich.—Edward T. Breslin, 59, retired Chevrolet truck public relations manager, died Feb. 24 after a long illness. He was a reporter with the Detroit Times until it folded, joining General Motors in 1973. He worked in both the GM and Chevrolet public relations departments and was Chevrolet truck public relations manager for more than a decade, until taking disability leave in September, 1983.

John R. MacManus

DETROIT.—John R. MacManus, 83, a retired senior vice president of the MacManus, John & Adams, Inc., advertising agency, died Feb. 25. Mr. MacManus had retired in 1966 from the agency, now D'Arcy, Masius, Benton & Bowles. He had been in charge of the Champion Spark Plug account. He helped build the agency, which was founded by his father, Theodore MacManus.

Next rework: 1987 Daytona

CHICAGO.—Chrysler Corp. has plans for a major update of its Daytona in 1987, Gerald Greenwald, Chrysler Motors chairman, announced at a press conference during the Automotive Service Industry Assn. meeting here last week.

The company also plans to introduce a large front-wheel-drive luxury car (C-car) in mid-1987, he said.

Chrysler previously announced it would introduce nine new models between March, 1986, and May, 1987, including the Sundance/Shadow subcompacts, Dodge Dakota pickup,sporty-intermediate J-coupe and the Chrysler-Maserati Q-coupe.

Greenwald also said Chrysler has plans to update its minivan with 6-cylinder, luxury and stretch versions.

Greenwald also said that previous Chrysler predictions of 10.5 million U.S. car sales for 1986 may be "on the light side."

—ARTHUR FLAX

Production Page

Auto makers try again for best week of '86

By Kathy Boyer
Detroit Reporter

Domestic auto makers last week scheduled their highest production of 1986.

The makers also targeted a yearly high the previous week, but they missed the mark.

Last week's projected output of 178,486 cars was the best of any week since the 182,811 completed the week ended Dec. 14.

Last week's goal was 1.38 percent more than the previous week's 176,065, but was down 1.92 percent from the year-ago week's 181,986.

So far this year, 1,456,032 cars have been assembled, 1.46 percent below the 1,477,653 completed last year at this point.

Companies shared last week's estimated output as follows: General Motors, 54.79 percent; Ford Motor Co., 20.82 percent; Chrysler Corp., 17.28 percent; Honda of America Mfg. Co., 2.10 percent; New United Motor Mfg., Inc., 1.66 percent; American Motors, 1.26 percent; Volkswagen of America, 1.12 percent, and Nissan Motor Mfg. Co., U.S.A., 0.97 percent.

Ford slated Saturday (March 1) overtime at its Atlanta plant.

Daily overtime is scheduled for all Ford plants this week (March 3) except Atlanta and Chicago.

Overtime is slated Saturday (March 8) at Ford's plants in Wayne, Mich.; Wixom, Mich.; Kansas City, and Chicago.

Saturday overtime was slated at Chrysler's Belvidere (Ill.) and Newark (Del.) plants.

The same plants along with St. Louis are scheduled for daily overtime this week.

Truck production passes 600,000

U.S. truck production passed 600,000 last week, reaching 601,-224.

The truck build so far this year is 5.63 percent more than the 569,-169 completed last year at this point.

Scheduled production of 72,560 trucks last week was down 1.08 percent from the previous week's 73,349—which was the highest build of any week this year.

Last week's output was 3.66 percent more than the year-ago week's 69,999.

Chrysler's Warren (Mich.) plant remains idle for model changeover. The plant is scheduled to resume production in mid-March.

General Motors scheduled Saturday (March 1) overtime at its Janesville (Wis.), St. Louis, Moraine (Ohio) and Baltimore plants.

Ford slated Saturday overtime at its St. Louis plant.

Canadian production highest of year

Canadian car and truck makers scheduled their highest production of the year last week.

They also extended their year-to-date lead over 1985.

Estimated output of 24,960 cars was the best since the 26,733 built during the week ended Dec. 14.

Last week's production was 9.38 percent more than the previous week's 22,819 and 20.42 percent more than the year-ago week's 20,-727.

So far this year, 176,272 cars have been built, 3.06 percent more than the 171,036 completed last year at this time.

Scheduled output of 19,212 trucks was the highest since the 19,256 assembled during the week ended Dec. 7.

Last week's build was 0.19 percent more than the previous week's 19,175 and 4.32 percent more than the year-ago week's 18,-417.

Year-to-date, 158,061 trucks have been assembled, 2.06 percent more than the 154,873 built last year at this point.

American Motors' Brampton (Ont.) plant resumed production today (March 3) after being idle since Jan. 24 to prepare for output of the Jeep Wrangler.

CANADIAN CAR	Week Ended March 1, 1986	Week Ended March 2, 1985	Week Ended Feb. 22, 1986	Feb Est	Jan. 1, to March 2, 1985	Jan. 1, to March 1, 1986
AMERICAN MOTORS	0	609	0	0	2,134	1,200
FORD MOTOR	11,655	11,076	11,161	44,209	94,041	94,043
GENERAL MOTORS	13,080	8,817	11,478	44,004	72,971	79,212
VOLVO	225	225	180	855	1,890	1,817
Total Cars, Canada	24,960	20,727	22,819	89,068	171,036	176,272

U.S. TRUCK☆	Week Ended March 1, 1986	Week Ended March 2, 1985	Week Ended Feb. 22, 1986	Feb. Est.	Jan. 1, to March 2, 1985	Jan. 1, to March 1, 1986
CHEVROLET	25,406	22,807	25,987	101,476	191,923	211,677
DODGE	0	4,125	0	0	33,566	0
FORD	29,084	25,246	30,427	118,849	199,108	245,807
GMC	7,716	7,097	7,261	30,262	57,929	62,752
NAVISTAR	1,490	1,766	1,499	5,968	12,724	12,426
JEEP	4,250	4,381	3,716	15,722	34,626	38,987
NISSAN	2,164	2,807	2,009	7,503	21,563	10,153
AM GENERAL	50	50	50	200	430	422
MISCELLANEOUS	2,400	1,720	2,400	9,600	17,300	19,000
Total Trucks, U.S.	72,560	69,999	73,349	289,580	569,189	601,224

CANADIAN TRUCK	Week Ended March 1, 1986	Week Ended March 2, 1985	Week Ended Feb. 22, 1986	Feb. Est.	Jan. 1, to March 2, 1985	Jan. 1, to March 1, 1986
CHRYSLER	9,080	8,722	9,198	36,190	71,228	75,764
FORD	3,581	3,510	3,399	13,793	30,113	29,362
GENERAL MOTORS	6,336	5,952	6,368	25,488	51,606	51,428
NAVISTAR	215	233	210	771	1,926	1,507
Total Trucks, Canada	19,212	18,417	19,175	76,242	154,873	158,061
N. American Trucks	91,772	88,416	92,524	365,822	724,042	759,285

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended March 1, 1986	Week Ended March 2, 1985	Week Ended Feb. 22, 1986	Feb. Est.	Jan. 1, to March 2, 1985	Jan. 1, to March 1, 1986
AMERICAN MOTORS	2,250	3,390	1,779	4,029	15,144	6,852
Renault Total	2,250	3,390	1,779	4,029	15,144	6,852
Alliance	1,950	1,876	1,646	3,596	9,223	5,974
Encore	300	1,514	133	433	5,921	878
CHRYSLER CORP.	30,850	30,392	31,138	122,361	212,652	258,914
Plymouth Total	8,550	8,883	8,204	32,778	62,271	71,756
Horizon	3,400	2,620	2,984	12,435	21,245	26,429
Reliant	3,700	4,366	3,423	14,183	27,713	32,288
Caravelle	1,200	1,372	1,482	5,080	10,410	10,852
Gran Fury	250	525	315	1,080	2,903	2,187
Chrysler Total	11,000	10,071	11,907	45,404	72,546	95,544
LeBaron	3,000	2,474	2,672	11,188	19,762	23,578
LeBaron GTS	2,500	1,831	2,688	10,229	11,804	20,763
Laser	1,000	884	1,120	4,342	8,538	8,999
New Yorker/E-Class	1,500	1,995	1,723	6,104	12,109	13,179
Fifth Avenue	3,000	2,887	3,704	13,541	20,333	29,025
Dodge Total	11,300	11,438	11,027	44,179	77,835	91,614
Omni	3,700	2,937	3,188	13,178	22,646	27,223
Aries	2,800	3,449	2,840	11,099	20,735	21,983
Daytona	1,000	952	1,040	4,024	8,013	8,655
Dodge 600	1,600	1,812	1,736	6,571	13,018	14,045
Lancer	1,800	1,426	1,774	7,471	8,628	15,812
Diplomat	400	862	449	1,836	4,795	3,896
FORD MOTOR	37,162	38,462	37,788	146,839	322,426	296,245
Ford Division	25,647	26,473	25,674	100,212	212,477	201,065
Escort	8,173	7,111	8,724	33,504	58,683	67,600
Mustang	4,386	4,283	4,271	16,839	29,837	34,464
LTD	0	5,099	0	0	42,124	0
Taurus	5,492	0	4,908	18,462	0	32,950
Thunderbird	3,639	6,019	3,681	14,631	38,399	30,532
Crown Victoria	0	0	0	0	7,122	0
EXP	0	0	0	0	3,838	0
Tempo	3,957	3,961	4,090	16,776	32,474	35,519
L-M Division	11,515	11,989	12,114	46,627	109,949	95,180
Mercury Total	7,825	8,501	7,849	30,704	79,365	63,349
Lynx	1,193	2,339	1,385	5,289	14,858	12,015
Capri	197	425	289	1,237	4,279	3,196
Marquis	0	1,907	0	0	18,611	0
Sable	2,661	0	2,407	8,958	0	16,158
Cougar	2,426	2,727	2,467	9,751	25,747	20,192
Grand Marquis	0	0	0	0	4,733	0
Topaz	1,348	1,103	1,301	5,469	11,137	11,788
Lincoln Total	3,690	3,488	4,265	15,923	30,584	31,831
Continental	409	629	480	1,777	5,546	3,677
Lincoln	2,769	2,470	3,199	11,944	21,662	23,882
Mark VI/VII	512	389	586	2,202	3,376	4,272
GENERAL MOTORS	97,764	103,823	94,939	384,725	882,870	811,365
Buick Total	14,837	18,350	13,967	55,908	168,430	128,014
Skylark (X-car)	0	2,358	0	0	21,113	0
Skyhawk	1,774	1,934	1,764	6,993	18,387	15,169
Somerset/Skylark	1,815	3,208	1,641	7,020	21,069	16,456
Century	4,662	4,446	3,798	16,630	38,558	42,126
Regal	781	1,402	715	2,231	19,003	6,330
Estate Wagon (rwd)	255	1,195	282	1,026	25,159	2,041
LeSabre	2,940	0	2,345	9,119	0	15,753
Riviera	630	1,260	433	1,810	11,190	3,284
Electra	1,980	2,547	2,989	11,079	13,951	26,855
Cadillac Total	6,315	7,406	5,820	25,088	68,582	50,980
Cimarron	435	783	454	1,851	4,866	3,676
Seville	465	824	308	1,325	7,595	2,419
Eldorado	660	1,477	429	1,866	13,858	3,418
Cadillac (rwd)	2,040	1,037	2,022	7,963	10,007	12,790
DeVille (fwd)	2,715	3,285	2,607	12,083	32,256	28,677
Chevrolet Total	31,631	36,870	30,243	125,594	315,250	275,790
Chevette	2,536	3,136	2,640	10,279	28,424	21,988
Cavalier	9,308	11,112	9,406	37,766	85,406	79,523
Celebrity	7,742	5,824	5,986	27,229	49,810	53,519
Camaro	4,965	4,819	5,065	20,105	40,545	41,810
Citation	0	1,717	0	0	14,309	0
Monte Carlo	2,310	3,497	2,330	9,531	26,851	21,377
Chevrolet	3,970	5,755	3,818	17,661	63,003	54,550
Corvette	800	1,010	998	3,023	6,902	3,023
Oldsmobile Total	26,782	27,186	26,170	102,956	220,426	207,961
Firenza	1,075	1,632	999	4,226	12,468	8,617
Cutlass Supreme	5,270	4,063	5,409	18,720	33,762	38,779
Cutlass Ciera	5,457	8,961	6,337	26,125	68,653	56,774
88 (rwd)	360	4,629	475	1,719	45,789	4,622
88 (fwd)	7,840	0	6,967	26,455	0	44,941
Olds 98	2,950	2,995	2,594	11,273	24,662	25,014
Cabis	3,385	3,956	3,088	13,146	26,828	26,863
Toronado	445	950	301	1,292	8,264	2,351
Pontiac Total	18,199	14,011	18,739	75,179	110,182	148,620
Acadian**	0	265	325	1,237	1,906	2,207
2000 Sunbird	2,715	3,220	2,820	11,480	25,572	24,042
1000	837	639	811	3,371	5,785	5,962
Firebird	2,655	2,739	2,697	10,759	21,799	22,372
6000	3,417	625	3,518	14,390	3,953	26,430
Parisienne	1,775	1,358	1,762	7,094	13,340	16,825
Fiero	2,400	2,367	2,409	9,614	18,776	14,337
Grand Am	4,400	2,798	4,397	17,234	19,051	36,445
HONDA	3,750	3,760	3,669	14,996	27,564	31,290
NISSAN	1,740	0	1,801	7,124	0	16,024
NUMMI*	2,970	50	2,970	11,880	150	20,950
VOLKSWAGEN	2,000	2,109	1,981	7,193	16,847	14,392
Total Cars, U.S.	178,486	181,986	176,065	699,147	1,477,653	1,456,032
Total Cars, Canada	23,165	20,727	21,275	64,454	171,036	151,658
N. American Cars	201,651	202,713	197,340	763,601	1,648,689	1,607,690
N. American Trucks	92,616	88,416	90,631	274,142	724,042	667,605
North American Cars and Trucks	294,267	291,129	287,971	1,037,743	2,372,731	2,275,295

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

VW plant sale falls through

Volkswagen of America's proposed sale of its U.S. metal stamping plant to a Michigan-based firm fell apart last week, leaving the future of the facility and its 800 workers in doubt.

VWoA had been negotiating to sell the South Charleston (W.Va.) plant to C&F Stamping, Grand Rapids, Mich., but talks broke off when the two sides failed to reach agreement on financial terms, a VWoA spokesman said.

Meanwhile, VWoA said talks with Fuji Heavy Industries (Subaru) concerning a possible joint-venture project at VWoA's Westmoreland (Pa.) assembly plant also have been terminated. VWoA said it is not actively pursuing another partner for U.S. assembly.

VWoA previously had announced plans to phase out production of the metal stamping plant by mid-1987. In the future, the Westmoreland plant will be supplied with stampings from VWoA affiliates in Mexico and West Germany, with the first shipments coming this summer.

Unless a buyer can be found for the South Charleston facility, VWoA will slowly phase out the jobs of the 700 hourly and 100 salaried workers during the next 18 months.

VWoA will continue efforts to sell the plant, but has no "serious" offers at this time.

"Original plans were to have that plant (South Charleston) supplying stampings for two assembly plants here in the U.S.," the VWoA spokesman said. "But that never happened. We did everything we could to keep the plant open, but it was just more capacity than we needed."

—Dave Zoia

1,300 new cars at Ford facility caught in flood

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before the flooding became serious.

Benicia is a large port of entry for both rail and sea shipments of cars from the East and and the Far East. According to Eichen, only the Hadley facility was affected by the weather.

In the Napa Valley, Vintage Chevrolet-Toyota was one of the few stores able to open during the weekend of the flood, according to General Manager Don Wissner. Four to six feet of water inundated the dealership,and 183 cars were lost.

In addition to damaging the cars, the water wiped out his parts inventory, computers and phone system.

However, Wissner said operations resumed three days after the flood began. Sales were conducted out on the lot, and a temporary F&I operation was set up on the showroom floor. New shipments of cars and parts began to arrive the next day and the last of the damaged cars were removed.

Across the street at Lyon BMW-VW, operations were halted for more than a week.

In Marysville, which is farther north, McCullough Chrysler-Plymouth lost 20 cars at its satellite location in the Peachtree Mall. The shopping center was flooded when a levy broke in nearby Linda.